

Message Text

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PAGE 01 STATE 123294
ORIGIN AF-10

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FM SECSTATE WASHDC
TO AMEMBASSY DAKAR

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E.O. 11652: N/A

TAGS: BEXP, BTRA, ECRE, SG

SUBJECT: UNDER SECRETARY COOPER'S MEETING WITH
SENEGALESE MINISTER FOR INDUSTRIAL DEVELOPMENT

1. SENEGALESE MINISTER FOR INDUSTRIAL DEVELOPMENT LOUIS
ALEXANDRENNE, ACCOMPANIED BY DAKAR INDUSTRIAL TRADE ZONE
DIRECTOR DIA AND SENEGALESE EMBASSY CHARGE LOUIS FALL,
PAID COURTESY CALL ON UNDER SECRETARY FOR ECONOMIC AFFAIRS
COOPER MAY 23. AF/W COUNTRY OFFICER ATTENDED MEETING.

2. FOLLOWING WELCOME BY UNDER SECRETARY COOPER, MINISTER
ALEXANDRENNE STATED THAT AT OUTSET OF HIS WEEK-LONG
MISSION TO SEVERAL AMERICAN CITIES TO ATTRACT U.S. PRIVATE
INVESTMENT, HE AND HIS MISSION WERE PLEASED TO BE
RECEIVED, AND TO HAVE OPPORTUNITY TO DISCUSS U.S.-
SENEGALESE ECONOMIC AND TECHNICAL COOPERATION.
ALEXANDRENNE NOTED THAT PURPOSE OF HIS VISIT WAS TO INFORM
AND DISCUSS INVESTMENT OPPORTUNITIES IN SENEGAL, IN
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PAGE 02 STATE 123294

PARTICULAR THE DAKAR INDUSTRIAL FREE TRADE ZONE, THE
MIFERSON IRON ORE PROJECT, CEMENT PROJECTS, AND THE PRO-
MOTION OF BROADER COMMERCIAL RELATIONSHIPS BETWEEN
SENEGAL AND THE U.S.

3. UNDER SECRETARY COOPER SAID HE WAS GLAD TO HAVE
OPPORTUNITY TO MEET WITH THE VISITORS. HE NOTED THAT WE

ARE INTERESTED IN THE PROJECTS MINISTER ALEXANDRENNE HAD OUTLINED, BUT POINTED OUT THAT U.S. BUSINESS MAKES ITS OWN DECISIONS UNDER OUR SYSTEM AND OFTEN PREFERS "ARMS LENGTH" ARRANGEMENT WITH GOVERNMENT. WE CANNOT, THEREFORE, DIRECT AREAS OF INVESTMENT, BUT STAND READY TO PROVIDE INFORMATION AND ASSISTANCE. UNDER SECRETARY COOPER NOTED THAT AN IMPORTANT CONCERN FOR AMERICAN INVESTORS IS RELIABILITY OF INVESTMENT CODES AND REGULATIONS. AMERICAN ENTERPRISES ARE VERY SENSITIVE ABOUT SHIFTS IN THE INVESTMENT CLIMATE WHICH SOME GOVERNMENTS--NOT SENEGAL, HE UNDERSTOOD--SOMETIMES CREATE. MINISTER ALEXANDRENNE EMPHASIZED THE CLEARNESS OF GROUND RULES IN SENEGAL, AND THE FACT THAT THE INVESTMENT CODE OFFERS SUBSTANTIAL ADVANTAGES WHICH WILL REMAIN IN EFFECT.

4. ALEXANDRENNE WENT ON TO POINT OUT THAT SENEGAL HOPES FOR FOLLOW-UP MISSIONS BY AMERICAN BUSINESSMEN WHO PARTICIPATED IN LAST YEAR'S SECOND DAKAR INTERNATIONAL TRADE FAIR. ANOTHER MATTER WHICH HE WISHED TO DISCUSS WAS THE WORLD MARKET FOR PHOSPHATE. HE COMMENTED THAT SENEGAL IS INTERESTED IN DEVELOPING A MEANS OF CONCERTING AND COORDINATING APPROACHES TO PROBLEMS OF PRODUCTION, TRADE, AND WORLD PRICES. ALTHOUGH HE REALIZED THIS WOULD BE IMPOSSIBLE WITH U.S. COMPANIES BECAUSE OF OUR ANTITRUST LAWS, ALEXANDRENNE MENTIONED IT TO ASSURE THAT WHAT IS MEANT IS NOT A CARTEL, BUT A FRAMEWORK FOR BASIC DISCUSSION. UNDER SECRETARY COOPER RESPONDED THAT WE COULD NOT, OF COURSE, GET INVOLVED IN ANY ARRANGEMENT PROHIBITED BY U.S. ANTITRUST LAWS, BUT WE DO HAVE A

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PAGE 03 STATE 123294

SERIES OF INTERGOVERNMENTAL DISCUSSIONS ON COMMODITY-RELATED PROBLEMS COMING UP IN GENEVA WHICH SHOULD BE USEFUL TO DISCUSS GENERAL TRENDS IN SUPPLY AND DEMAND FOR PHOSPHATES.

5. ALEXANDRENNE REFERRED BRIEFLY TO A RECENT VISIT TO DAKAR BY AN INSTITUTE FOR INTERNATIONAL INDUSTRIALIZATION TEAM FROM THE U.S. WHICH THE SENEGALESE HAD WELCOMED AND THOUGHT COULD BE OF ULTIMATE VALUE TO SENEGAL AND TO OTHER WEST AFRICAN NATIONS.

6. UNDER SECRETARY COOPER CLOSED WITH BEST WISHES TO MINISTER ALEXANDRENNE ON HIS MISSION AND NOTED THAT WE ARE PREPARED TO PROVIDE ANY APPROPRIATE ASSISTANCE. VANCE

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